



Gina Jackson
Administrative Assistant

Reed Sheats
Project Structural Engineer

Armentrout Roebuck Matheny Consulting Group

Armentrout Roebuck Matheny Consulting Group P.C. is a small architectural, engineering and construction management firm based in Athens, Ga., that has used Ex-Im Bank’s medium-term and environmental exports financing to support sales of its products and services to the Caribbean island nation of Grenada.

With the support of an Ex-Im Bank-guaranteed loan, the company was able to design and build a new two-story elementary school in Grenada. Building the new school was

an emergency priority of Grenada’s government because the existing school building, in close proximity to the sea, had been condemned due to severe corrosion of its structural steel frame.

However, since the project was unforeseen and not included in the Education Ministry’s capital budget, the only feasible funding option was a complete financing package with favorable loan terms and a quick approval process. An innovative lending approach provided 100 percent financing and maximized the use of U.S.-produced materials and services that could be supported by Ex-Im Bank.

The school designed and built by Armentrout Roebuck Matheny withstood another major challenge. In September 2004, it weathered Hurricane Ivan, which devastated much of the island’s infrastructure, including most of the other school facilities. In the aftermath, the new school served as a public shelter for local citizens who had lost their homes.

Armentrout Roebuck Matheny also used Ex-Im Bank’s medium-term insurance to support a potable water project in Grenada. Since the exports were environmentally beneficial, the project qualified for enhanced financing under Ex-Im Bank’s Environmental Exports Program. The company was able to arrange 100 percent financing with Ex-Im Bank’s support and supplemented by private insurance to close the gap. The Bank’s financing enabled the company to obtain better terms for local cost support, a key enhancement for environmental exports.

In early FY 2005, Armentrout Roebuck Matheny benefited from an Ex-Im Bank loan guarantee to Intercontinental Bank of Nigeria supporting a feasibility study for a cement manufacturing project in Nigeria. The company is seeking to expand its exports to Central America, Africa and Eastern Europe.

	U S A	EXPORTS TO Caribbean, Africa	COMPANY ARMENTROUT ROEBUCK MATHENY CONSULTING GROUP, P.C.	
	GIVEN NAME (Right) David M. Roebuck		CITY/STATE Athens, GA	MANUFACTURES Architectural Design, Engineering and Consulting
	TITLE President			
	SIGNATURE 			
	GIVEN NAME (Left) M. Bret Thurmond			
	TITLE Project Manager			
	GIVEN NAME (Center) David W. Matheny			
TITLE Principal Architect				
AUTHORITY 				

“Without Ex-Im Bank, we would not be in the international arena at all. The Bank’s financing and resources enable us to get in the game and compete. With Ex-Im’s backing, our firm can successfully take on challenging projects worldwide.”

David Roebuck
President

Armentrout Roebuck Matheny Consulting Group